

Risk Management Strategies for Washington State Dairy Producers

Free Dairy Seminars with Free Lunch Provided



***Make Sense Out of an
Uncertain World!***

Whether responding
to external risks
or taking entrepreneurial risks,
managing those risks well
leads to rewards!

These seminars will focus on:

- animal health management
- farm security
- preparing for animal disease outbreaks
- mitigating human health risks
- income diversification with alternative markets,
organic options & on-farm processing

LIMITED SEATING AVAILABLE!

For information about registration,
contact Julie Chess
E-mail: jchess@agr.wa.gov
Phone: (360) 902-1858

Attend at a location near you:

Wednesday, September 6

Yakima Convention Center
South Ballroom
10 North 8th Street
Yakima

Wednesday, September 13

Northwest WA Fairgrounds
Mt. Baker Rotary Building
1775 Front St.
Lynden

Thursday, September 14

Yardbirds Mall Conference Center
2nd Floor Conference Area
2100 N. National Ave.
Chehalis

co-sponsored by:



Washington State
Department of Agriculture



Washington State University Extension



USDA Risk
Management Agency



Washington State
Dairy Federation

Risk Management Strategies for Dairy Producers

Conference Agenda

Make Sense Out of an Uncertain World!

Wednesday, September 6
Yakima Convention Center
South Ballroom
10 North 8th St. - Yakima

Wednesday, September 13
NW Washington Fairgrounds
Mt. Baker Rotary Building
1775 Front St. - Lynden

Thursday, September 14
Yardbirds Mall
2nd Floor Conference Center
2100 N. National Ave. - Chehalis

9:15 AM **Registration & Informal Networking**
Milk, Coffee, Danish & Fruit

9:45 AM **Welcome**
*Orientation - Agenda Review &
Pre-Conference Survey*

10:00 AM **Assessing Your Farm's Risk Level**
Animal Health Management

Managing animal disease risks is a key component of having a successful dairy – especially when expanding your dairy or buying replacement animals from outside sources. This session will show you how to conduct an infectious disease risk assessment and give you the tools to build an animal health management plan with your veterinarian.

Mark Kinsel, DVM, WSDA Animal Health Epidemiologist

Farm Security

Protect your farm from vandals, extremists and terrorists. Attacks on your farmstead may seem unlikely, but being prepared is critical now more than ever before. Learn how to develop a farm emergency plan and make relatively simple changes that can really make the difference!

Dave Hodgeboom, WSDA Homeland Security Coordinator

12:00 Noon **Keynote Address**

Working Lunch - Catered Lunch Provided

**Saving Ag Lands from Development Pressures &
Keeping Dairy Farms in Production!**

*Don Stuart, Pacific Northwest States Director
American Farmland Trust*



Whether responding to external risks or taking entrepreneurial risks, managing those risks well leads to rewards!

Conference Sponsors



USDA
Risk Management Agency



Risk Management Strategies for Dairy Producers

Conference Agenda

1:00 PM

First Breakout Session

Choose one of the following three topics for the first breakout session:

Exploring Alternative Markets, Organic Certification & On-Farm Processing Ventures

Ever wonder what else is out there for dairies these days? Looking for a way to diversify your markets and expand your pocketbook? This session covers organics, local labeling, agritourism, product diversification & farmstead processing. Hear from other producers what has worked for them and how much time and money was involved.

Michelle Lucero, WSDA Food Safety Technician

Katherine Withey, WSDA Organic Program Specialist

Preparing for Animal Disease Outbreaks:

Shocking Lessons Learned from Past Disease Outbreaks

The possibility of a major disease outbreak affecting the state of Washington, whether by intentional or unintentional means, grows every day. This session describes lessons learned from previous outbreaks, describes how the government will respond, and provides practical information for preparing your dairy should an outbreak occur.

Mark Kinsel, DVM, WSDA Animal Health Epidemiologist

Mitigating Human Health Risks:

Disease Transmitting Pathogens, Employee Safety & Hazard Analysis

Now that you've heard about the animal health risks and assessment, this session will help you understand the human health side. We will cover disease transmitting pathogens, antibiotic resistance, employee safety and hazard analysis tools.

Claudia Coles, WSDA Food Safety Program Manager

Kathy Reinbold, DVM, Agricultural Antibiotics Stewardship Project

2:00 PM

2nd Breakout Session

You have another chance to attend one of the other breakout sessions listed above.

3:00 PM

Break - Afternoon snacks - milk & cookies

3:30 PM

Financial Risk Management (tentative)

Northwest Dairy Association Staff

USDA RMA Agri-Lite Insurance (tentative)

This whole-farm revenue protection insurance plan protects against low revenue due to unavoidable natural disasters and market fluctuations that affect income generated from agricultural commodities produced during the insurance year. In this session, you will learn how to manage your financial risk with this insurance tool.

USDA Risk Management Staff

4:00 PM

Large Group Discussion, Evaluations & Conference Wrap-Up

4:30 PM

Local Dairy Farm Tour - Optional (details to follow - stay tuned!)

Breakout Sessions

Risk Management Strategies for Dairy Producers

Conference Registration

Due to limited space, please return the completed registration form by

Friday, August 25, 2006.

All conference attendees registered before the deadline are eligible
for raffle drawing to win prizes!

No registration fee required. Free lunch provided during keynote address!

Please return the completed registration form to:

Washington State Department of Agriculture
Attention: Julie Chess
PO Box 42560, Olympia, WA 98504-2560
Fax: (360) 902-2092

Last Name: _____ First Name: _____

Business Name: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____ County: _____

Phone: _____ Fax: _____

E-mail: _____

Herd Size: ☐ 325 or less ☐ More than 325

Conference Dates & Locations:

Please mark the conference location you will attend:

- ☐ September 6 Yakima Convention Center, South Ballroom, 10 North 8th St., Yakima
- ☐ September 13 Northwest WA Fairgrounds - Mt. Baker Rotary Building, 1775 Front St., Lynden
- ☐ September 14 Yardbirds Mall Conference Center, 2100 N. National Ave., Chehalis

Special Accommodations:

Please specify any disability or dietary requirements so that we can plan for your needs:

If you have any questions, please contact
Julie Chess at (360) 902-1858 or JChess@agr.wa.gov or visit our Web site: www.agr.wa.gov

Conference Co-Sponsors:



USDA
Risk Management Agency

